



A collection of routines from Lee Earle's early lectures, performances, & publications

Early Earle

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Table of Contents

Foreword and Introduction	4
----------------------------------	----------

Manila Miracle	5
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Five manila coin envelopes hold four nice prizes for participants. After a totally free choice, all four helpers get the prizes - lottery tickets - while the fifth, unchosen envelope left for the Mentalist has a large denomination bill.

Corsage Clairvoyance	8
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A woman from the audience thinks of a randomly selected word. The Mentalist reads her mind to tell her the word. In thanks for her help, he presents her with a gift - a corsage made with her favorite flower accompanied by a sealed greeting card bearing a poem which includes both her actual name and her Zodiac sign.

Telephone Bill	13
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An audience participant writes his phone number on a bill, folds and seals it in a coin envelope and retains the envelope. He's invited on stage and the Mentalist tells him not only the serial number on the bill but the telephone number as well!

The Prettelus Principle	16
--------------------------------	-----------

A series of routines using variations of easily modified UPS Overnight envelopes. Three different ways of quickly gaffing these for predictions, divinations, etc. This was originally a \$35 manuscript and now includes photos and graphics you can print to use for your own presentations.

Supermarket Surprise	40
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In an imaginary trip to the grocery store, a participant selects any item and takes it to a cash register to have it scanned for price. Mentalist opens large envelope and removes a panel inside with that price inked in digits four inches high!

Foreword and Introduction

Each of the routines you're about to read have, at one time, been parts of my personal performing repertoire. Two of the items, The Pretellus Principle and Supermarket Surprise, were also released as commercial items a few years ago.

For one routine, Prettelus Prime, some graphic materials for your use have been appended. You will find a set of full-page handwriting samples for one routine and ten pages of 8 x 10 photos and 'blow-ups' of newspaper articles for another effect. Just print them to use as mentioned in the instructions.

Supermarket Surprise also has full-page graphics to employ for that routine as well.

In case you were curious about the cover illustration, it's a hint about the material inside - every routine in this publication uses, in one form or another, *envelopes!*

If these routines are half as successful for you as they have been for me, then I know you'll be delighted.

Regards,

A stylized, cursive handwritten signature in black ink, which appears to read 'Lee Earle'.

Lee Earle
Phoenix, June 2002



Manila Miracle

This is a great opener which allows for a lot of by-play with the audience, establishes your bona fides as an intuitive individual, and packs a very strong punch.

Essentially, the performer shows a fan of small, manila coin envelopes each of which bears a number in the series one through five. He explains that four of the envelopes contain gifts intended for the audience and in the best tradition of “Let's Make A Deal's” Monte Hall, the fifth envelope contains a ‘zonker.’ In fact, it contains something which the performer would truly rather the audience not get.

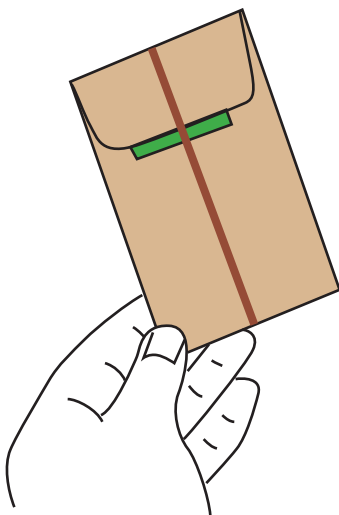
The entertainer approaches four people among the spectators and gives each of them a choice of the remaining envelopes in his hand. They are cautioned to keep the envelopes closed until instructed. One by one the choices are made until the performer holds but one envelope. He tells the new owners of the envelopes to open them and remove what is found inside each, demonstrating with his own envelope.

All four participants find a lottery ticket within their envelopes. The performer has a ticket in his envelope as well. Just when the audience begins to wonder what the big deal about the zonker was all about, the performer explains, “I told you that one envelope contained something which I really didn't want anyone to have. And here it is...”

He approaches someone in the front row who is asked to stand and hold out his hand. Dumping the contents into his hand, the entertainer asks him to describe what he sees. It is a one hundred dollar bill! Indeed, that is something which the performer did not want the audience to get.

The working of the effect is simplicity itself. All five envelopes contain lottery tickets. None of the envelopes is sealed. The hundred dollar bill is placed in the remaining envelope in the act of demonstrating how to open the envelope and remove the contents. This is a very easy move and looks absolutely innocent. The hardest part is dealing with the guilt about the very simple move.

You must number the envelopes in VERY LARGE digits, as large as possible so that the folks in the last row can see what is going on. Stack the five envelopes one atop the other. Fold a piece of currency in eighths (about the size of a postage stamp) and place it beneath the flap of the top envelope. The large fold of the bill should be toward the bottom of the envelope. This is the side which will go into the envelope first. The large fold goes in first because there is less possibility of an edge catching during the move.

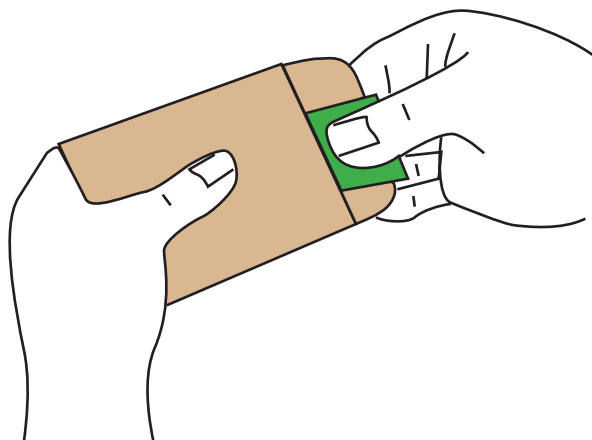
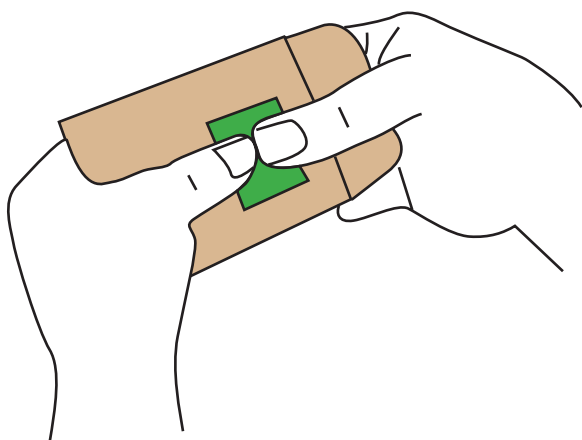




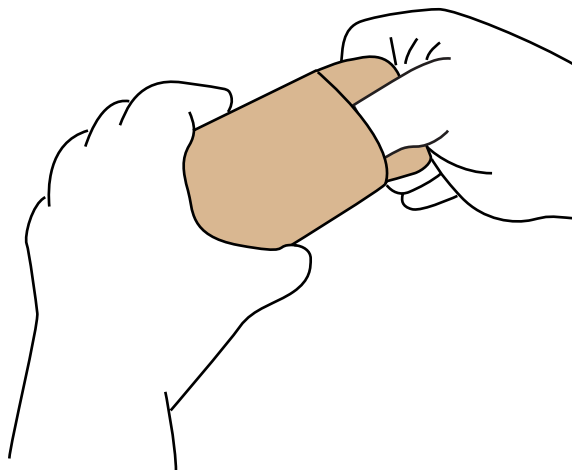
Remove the rubber band and place it aside. Drag the folded bill down from behind the flap with your thumb and spread the envelopes into a small fan. Comment to the audience regarding the fact that four of them contain a prize intended for the audience while the fifth contains the zonker.

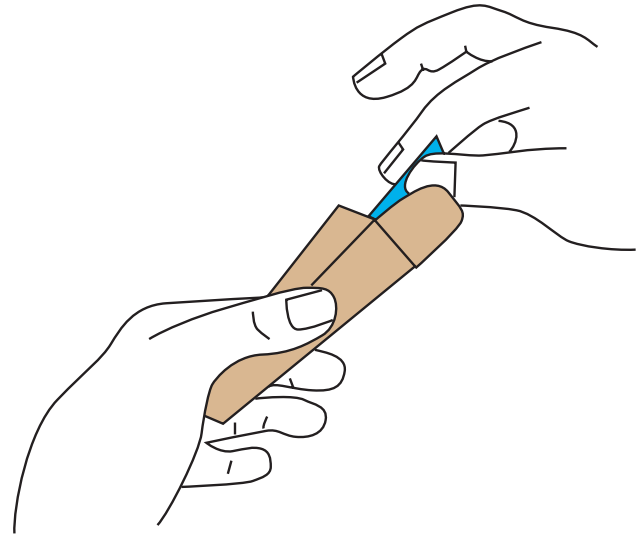
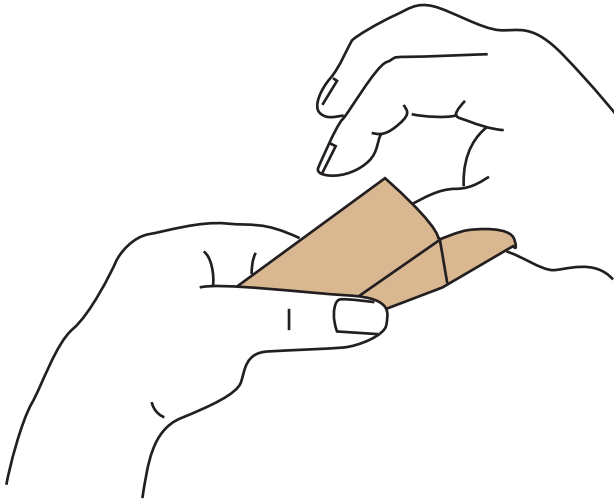
This may seem very restrictive as far as angles of view are concerned, but that is not the case. By holding the fan of envelopes “close to the vest” you run little risk of exposure. If you must, slip the rear envelope between your thumb and the bill, concealing it further. This is really unnecessary but some folks feel more comfortable with this handling.

When you are down to one envelope and are ready to do the work, pull the flap open and transfer the bill to the flap-end thumb at the same time.

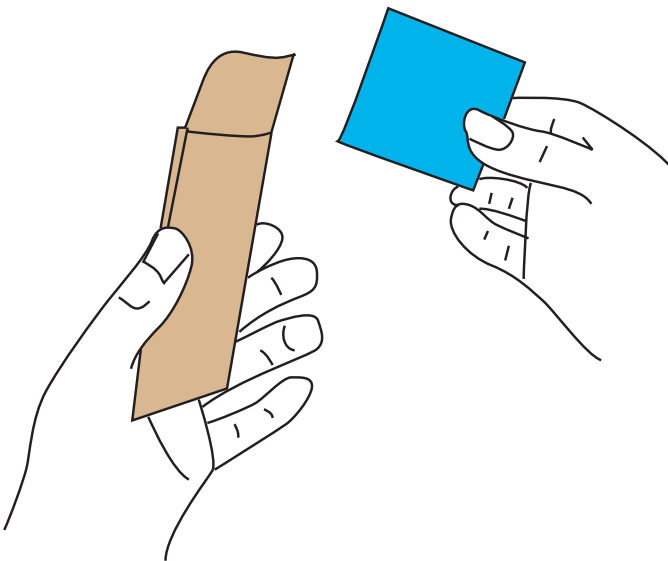


Slide the bill toward the end of the flap until it clears the opening of the envelope. Slide the bill into the envelope with your thumb as the other hand shifts position to slightly “bow” the envelope. By pressing down (toward the face of the envelope) the lottery ticket inside remains pressed against the rear of the envelope.





Now it is necessary to turn the seam side of the envelope toward the audience, pivoting on the inserted thumb. As you rotate the envelope, it also turns from a horizontal position to a vertical alignment. Because the envelope is bowed, the folded bill to drop to the bottom. At the end of the rotation sequence, the pad of the inserted thumb will be directly against the folded lottery ticket inside.



Draw the ticket out and display it for the audience to see. Then walk forward and ask someone close to the platform to stand and to hold out his hand, palm up. That's when you dump the folded bill into his awaiting hand. If you are using a microphone, be sure to hold it so what he describes can be heard by everyone

Presentation tips:

I developed this routine because I became so tired of the typical Cherchez le Bill performance in which the participant ends up empty handed and feeling somehow victimized. By ensuring that each person receives something of

potential value, that 'sting' is removed.

In addition, a cute bit of business is enabled. At the beginning of the routine, I mention that each envelope contains something which has the potential of being worth thousands of dollars (true). At the end, when each person withdraws a ticket, I remind, "Yes, that lottery ticket could, indeed, be worth thousands. And in return for my generosity, may I rest assured that if you win a substantial prize you will share it with me?"

Of course everyone will nod in agreement, whereupon I add, "Actually, you have no choice - I've already signed the back of each ticket so if you hit it big, I'm your best friend!" This always gets a good laugh.

Corsage Clairvoyance

This is one of those lovely pieces which has a special appeal. The Mentalist finds it intriguing because it uses a multiplicity of methods; those wishing to dissect it with Occam's razor will find they are using a double-edged blade. The charming gift at the end of the routine generates a warm, fuzzy feeling.

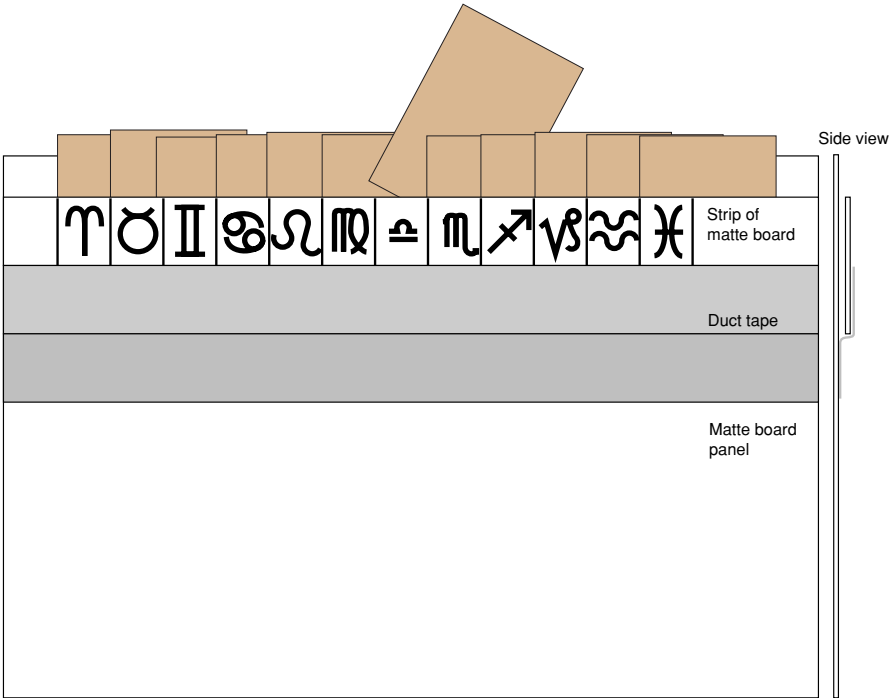
From the audience's viewpoint, you not only pull a random word from your participant's mind, but also predict her birthsign, her name, and favorite flower (never the common rose, however). The prediction of her sign, as well as her name, is written in ink on a card sealed in an envelope. That envelope is attached to a gift bag which contains a mini-corsage featuring her favorite flower.

The combination of methods leaves a trail which is impossible to backtrack.

Your first preparation is twelve gift cards. The gift cards and envelopes are free, at your local florist shop. It would be nice if you were to buy the flowers at the same store. For my lecture, I use silk flowers because they are easier to pack and travel with but for performances, I use real ones. On each card is inked the following verse, inserting a different one of the twelve signs of the Zodiac for each card:

*The author said I'd surely meet
a Sagittarius, truly awesome;
a beauty known as _____
who favors just one blossom.*

Note that the verse has a blank area (indicated by the underline) at the end of the third line for a person's name. A name you will learn during your preshow schmoozing. If the audience are at a social function at which name tags are worn, your task is simple. Otherwise, you must discretely inquire or contrive to overhear the information. Just prior to the performance, you take a few moments (using the same type of pen with which which you wrote the verses) to fill in the name on all twelve cards, seal them into envelopes, and arrange the envelopes in your index. My index is illustrated here. it fits against the inside of my top-opening aviator style case or in the top of a section of a briefcase



After you learn your participant's astrological sign, the proper card is easily located and removed to be matched with her favorite flower. Although it seems beyond belief *every possible choice* of flower is also indexed, as you will read later.

The way in which you learn her favorite flower and Zodiac sign is certain to delight your sneaky heart because it's done right under the collective noses of the audience.

First, as to the selection of the word; it is forced. You must make up a forcing book by modifying a hardbacked novel. It must have a dust jacket in good condition.

Find, near the center of the book, an odd-numbered page (on your left as you look at the open book) which has only short words and one long word. Let's use page 121 as an example. To prepare the book to force that page, trim about 1/8" from the edge of pages 122/123, 124/125, and (if the pages are particularly thin) 126/127. Using the Svengali, or short page, principle, you can riffle the book from back to front and ask the participant to say, "Stop." You vary your riffling speed so as to time your arrival at the short pages to match her response. You will feel the heavier sensation of the short pages flipping over as a block and that's where you break the book for her to read.

Ask her to look at the top line of the page, find the longest word, and remember it. Once she has acknowledged she has the word in mind, close the book and hand it to her. During the entire riffling process, you avert your gaze, turning your head away to avoid any suspicion that you glimpsed at any words.

Immediately you peel the top sheet from a Post-It note pad and stick it to the front cover of the book she is holding. Hand her a fine-tip ballpoint pen and ask her to write that word down, as well as any other personal information which comes to mind. Although the audience will assume you're making a weak joke about the possibility of getting her phone number or something similar, your participant will interpret the comment differently. That's because the audience is unaware that the Post-It note is prepared as a questionnaire, asking for not only the selected word but also the lady's Zodiac sign (or birthday and month) and a favored flower.

Remember I said "every possible choice of flower is indexed?" We only give her four or five possible choices. The text of the note is reproduced below.

Please print your word: _____

Your Birthday or Zodiac Sign _____

1/20-2/18 Aquarius	7/23-8/22 Leo
2/19-3/20 Pisces	8/23-9/22 Virgo
3/21-4/19 Aries	9/23-10/22 Libra
4/20-5/20 Taurus	10/23-11/22 Scorpio
5/21-6/20 Gemini	11/23-12/21 Sagittarius
6/21-7/22 Cancer	12/22-7/19 Capricorn

Circle the flower you favor:

Iris

Tulip

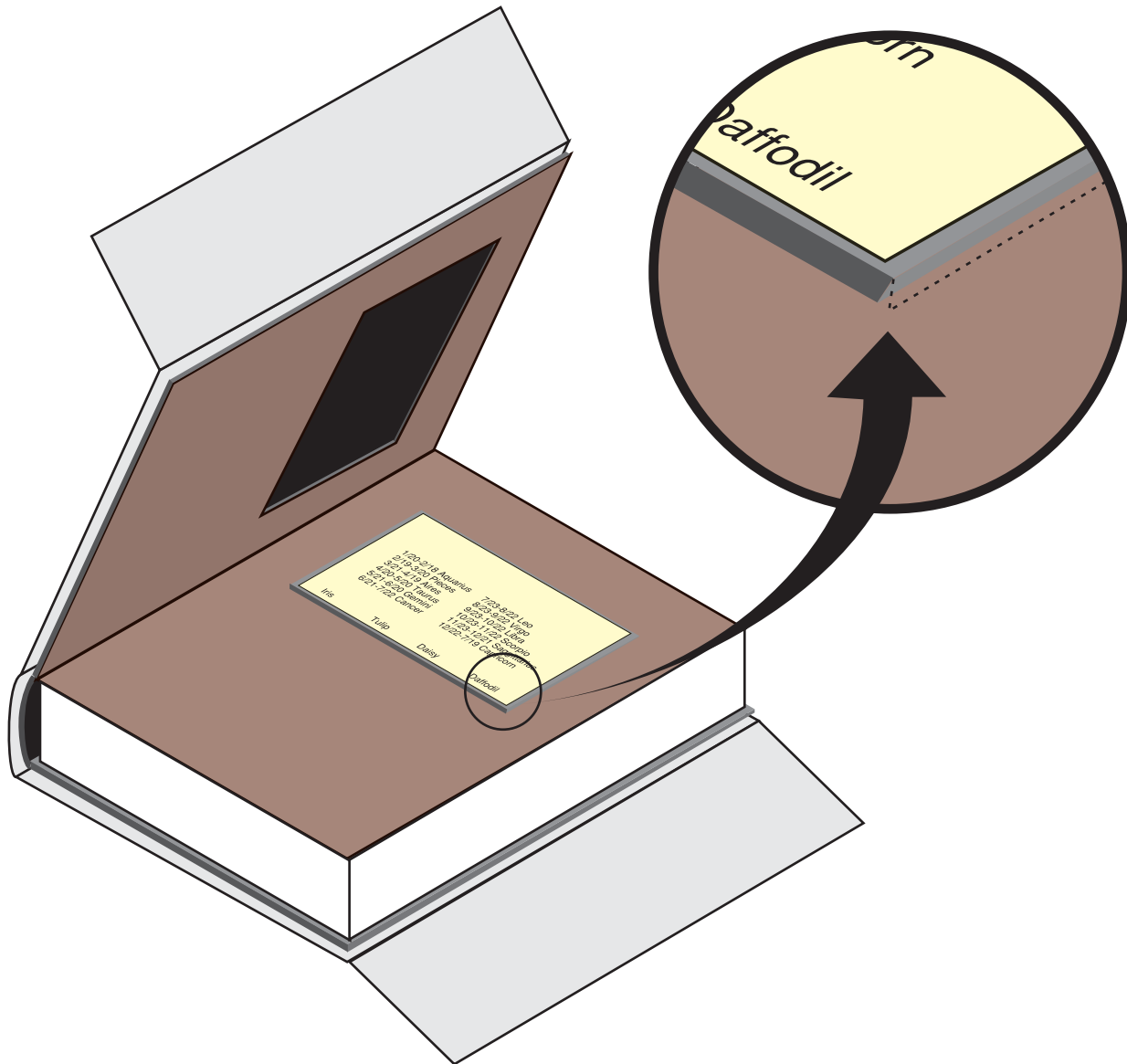
Daisy

Daffodil

Please be aware that you should change the selection of flowers for her to check off as the seasonal choice of blossoms varies. Never, however, use a rose. The audience will assume it is a common choice and will not credit you with any particular foresight. It also helps to select flowers which are easily spelled and pronounced. I stick to daisy, daffodil, lily, lilac, daisy, etc.

You can handwrite the questionnaire or you can attach the Post-It note to a sheet of paper and run it through a photocopy machine or your computer printer. In either event, the completed form is replaced atop the pad of Post-It notes, ready to be torn off and stuck to the cover of the book.

The book itself has been modified à la Al Koran to become an impression device. The accompanying illustration tells the story.



A panel is cut out of the cover of the book, just about the same size as the Post-It note you will use later. The cut out section is glued to the first page of the book, usually a heavyweight stock and often of a decorative color. If the cut on the side away from the binding is not at 90 degrees but at a slight angle (see illustration detail), when the cover of

the book is opened, the panel remains locked in place. On the back of that heavyweight page to which the cut out panel is glued, write an “inscription from the author”, something to the effect of:

*“To Lee Earle, for whom I predict an encounter with a beauty
whose name suggests a fragrant flower.”*

Of course, you’ll insert your name in place of mine. Write the same inscription on the inside of the hard cover panel, too. That’s the text you’ll read as you’re also sneak peeking at the copy of your participant’s writing.

To keep the dust jacket in place, run a strip of sticky-on-both-sides tape down the right edge of the cover and stick the dust jacket in position, wrapping the jacket around the back cover and tucking it in as usual.

When it comes time for you to open the panel to view the carbon copy (as you pretend to read aloud the inscription), a little thumb pressure in the center of the cover releases the panel. Place a blank Post-It on the panel, with the flower choices written in the same position as they are on the Post-It you’ll later stick to the cover of the book. When you open the book, look for the circled flower and read the Zodiac sign or birthdate. If you’re not immediately conversant with which sign goes with which date, include the date equivalents on the Post-It note, in the same place as on your participant’s copy, in case she chooses to circle the proper sign instead of writing it.

Finally, place a Post-It note on the cover over the secret panel, perfectly aligned with the one beneath the carbon paper. Look

near any of the corners of the note for a spot on the dust cover you can easily recognize.

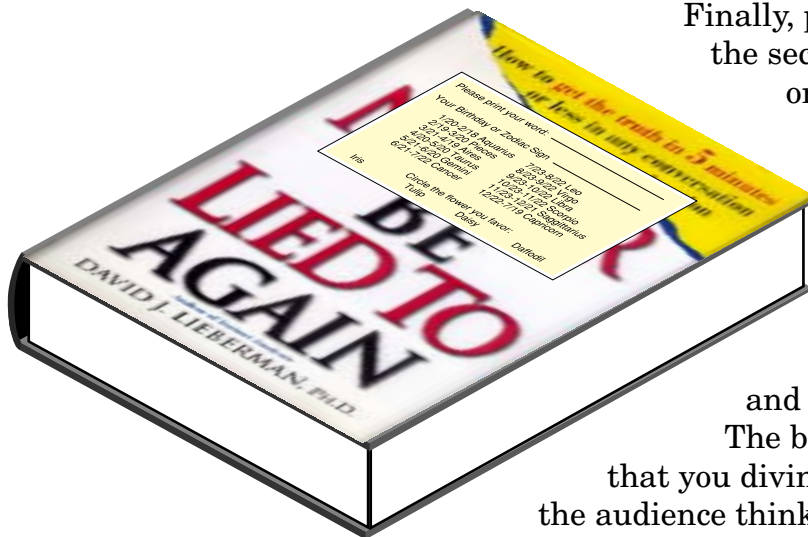
During your routine, use this “landmark” to help you accurately but casually align

the Post-It over the carbon paper and panel beneath.

The beautiful throw-off in this routine is that you divine the selected word (the only thing the audience thinks was written down) *before the book even leaves the participant’s hands*. During the applause,

take the book and begin to escort your helper from the stage. At the edge of the stage or platform you stop and mention that something has just come to mind. Open the book (to the secret panel) and read the inscription (learning the flower and the Zodiac sign or date). Close the book for a moment, re-engaging the flap with the hard cover, and reopen the book to the inscription. Hand the open book to your helper and ask if she has any idea what it means. She won’t of course.

Walk back to where your case is, reach inside and remove the appropriate envelope from the index and, in a continuing movement, drop it into the gift bag containing the matching flower. Lift the gift bag containing the flower and card into view and ask the lady her name, birthsign, and which flower she favors.



Reach into the bag, remove the envelope containing the gift card, and hand it to your participant to open and read aloud. Before she begins, ask, “By the way, Diana (or whatever her name is - you state it aloud to reinforce it with your audience) what’s your sign of the Zodiac?” If she gives a date, just say, “Let’s see, that would make you a…” and pause long enough for someone in your audience to give you the answer. Then she is cued to read the card aloud. There will be a nice reaction to both her sign and her name.

Ask, indicating with your glance the Post-It note she still holds, “And what flower do you favor?” The glance and the odd, but still correct, grammar cues her to recall which flower she indicated on the Post-It. The audience will interpret that you’re asking her for her favorite flower. When she replies, pull the blossom from the gift bag, present it to her with a courtly bow or kiss on the hand, and take your applause as you escort her from the platform.



Telephone Bill

Pre-show work is that staple of Mentalism in which a member of the audience is approached in advance of the performance and a situation is set up which will culminate in an on-stage miracle. Pre-show work has the advantage of maximizing impact and minimizing risk. After all, if you mess up your advance work with one helper, you can simply consider the failure as a dress rehearsal and select a second person with whom to do your setup.



At a recent banquet date at an exclusive Arizona resort, the audience was a medical practice group from Cincinnati. I approached one of the doctors during the cocktail hour prior to the banquet and asked if he could give me a dollar bill for four quarters. As he reached into his wallet to extract the currency, I withdrew from my pocket a packet of manila coin envelopes. Before he could hand me the dollar bill, I gave him a felt tip pen and asked him to write across Washington's forehead any telephone number from his memory.

After folding the bill a couple of times with the phone number on the inside, he inserted the bill into one of the small envelopes and sealed the flap. I wrote my initials on the flap and he did likewise. He was instructed to retain the envelope until I asked for it while onstage.

In mid-performance, I asked him to bring the envelope to the stage and confirmed with him the fact that the bill was his and that he wrote a telephone number on it for positive identification. I further had him identify the initials on the sealed envelope as his. When I tore open the envelope, he took the still-folded bill and opened it to verify its identity.

He was asked to focus his attention on the bill's serial number which, letter by number, I pulled from his mind. As an afterthought, I even managed to extract the seven digit telephone number as well. For a finish, he dialed (in his imagination) that number and pictured the person who would pick up the telephone. The killer conclusion came when I not only told him the name of the person who answers the phone, but also supplied a description of her as well!

The number, by the way, was that of his office practice, in Cincinnati! When he wrote it on the bill, it was about 7:30 p.m., Arizona time, which made it 9:30 p.m., Ohio time. Well after office hours.

The M.O. (Modus Operandi) is surprisingly simple. Prepare a stack of manila coin envelopes by sealing a folded dollar bill in one of them and placing your initials on the flap. Put this envelope on the bottom of the stack, flap side down. When you approach the participant pre-show hand him, from the top of the stack, an envelope in which to seal his bill. Instruct him to fold the bill (until it is the size of the one in your switch envelope). Once his envelope is sealed, take it from him and place it atop the stack in your hand and write your initials on the flap, duplicating the writing on the bottom switch envelope.

Ask him for the time. As he looks at his watch, you rotate your hand in order to look at your watch as well, giving the stack of envelopes a half-turn. When you return your hand to its normal position, an additional half-turn brings the switch envelope to the top. The simple turnover has been masked in the greater movement of wristwatch access. Write the time next to your initials.

Hand the stack to him (Horrors! Might he find the duplicate on the bottom? Only if your attitude has generated suspicion on his part. Be cool.) and have him initial the envelope as well. Take back your pen and the stack and have him retain “his” envelope.

Once you are safely away with the envelope containing his bill, open it, go to a telephone, and dial the telephone number. In this example, I had to look up the area code for Cincinnati first. This is where you play Jim Rockford, private eye. When the person on the other end of the line answers, identify yourself as a participant in the convention (or whatever else will gain the trust and confidence of the other party) and get whatever information you can. I just engage in small talk after the person tells me my party isn’t there: “Oh, that’s right. He’s attending some function in Arizona. Never mind. By the way, does he golf? I have a couple of gift packs of Top Flite golf balls I’d like to drop by...”

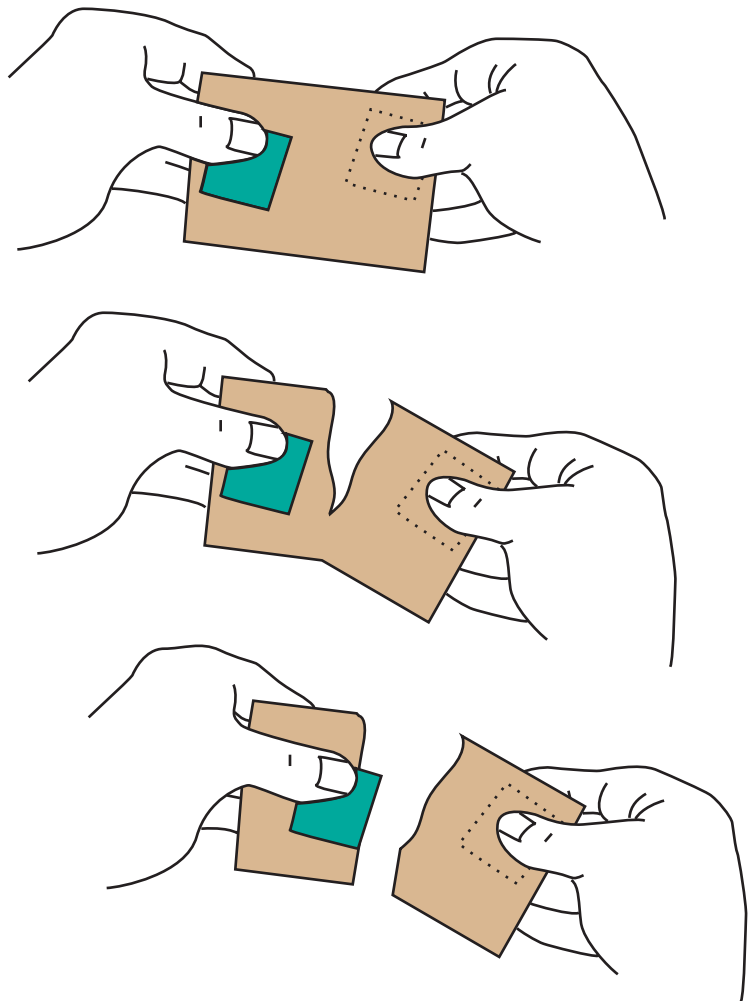
“No, he doesn’t golf, but he loves tennis,” might be the reply. Or, “That would be a perfect gift.”

“Really,” you continue pumping, “does he have a ‘dream course’ he’s talked about playing one day?” Small talk. You can learn a lot in simple conversation.

I can’t tell you exactly how to proceed here, because each situation is different. Use your head and think on your feet. It’s what Mentalists are known for.

In this case his office answering service came on the line. I explained that I was entertaining the convention and asked the names of the people at the doctor’s office who would answer the phone during business hours. The bonus info came after the answering service operator said she was a friend of the receptionist in the doctor’s office. That’s when I got the physical description.

During the show his stolen bill, refolded and finger palmed, is brought behind the envelope. The envelope is torn open right across the middle, taking the folded bill inside with the torn off half. The bill behind the half envelope stuck up in view (as if it were peeking out of the torn open



envelope) to be taken by the helper as if it came from the envelope. It appears that I never touch the bill.

You may ask why use a bill in the switch envelope at all? There are some times and conditions when it may be advisable to do a billet switch with the bill after it has been removed from the envelope. On at least one occasion, a helpful participant on his way to the platform tore the envelope open and removed the bill! Plus, there's always the possibility that you won't have time to do the routine and you don't want to have stolen the guy's dollar. In the couple of cases where I didn't get around to it, I made some mention during my program of using 'invisible ink' so he won't be too surprised when he opens the bill later and there's nothing written on it.

Semper Paratus.

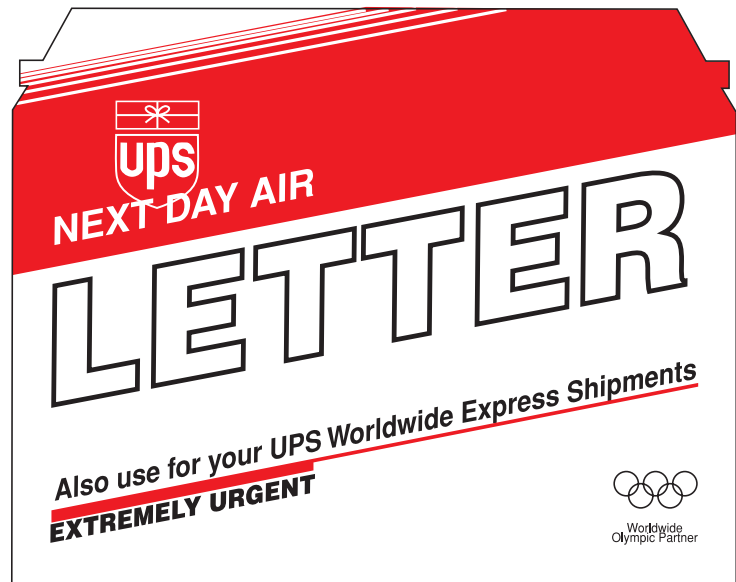
Performance tip:

If you have immediate internet access (my laptop Macintosh is always with me and most hotels which cater to business trade have speedy hookups) you can use any of the reverse phone number lookup services to get an address and then move on to Mapquest.com to get a description of his neighborhood (proximity to golf courses, parks, lakes, etc.).

The Prettelus Principle

For those who are overwhelmed with curiosity concerning the title, PRETTELUS is an anagram for “UPS Letter.” The idea of using the UPS overnight envelope is a very practical idea. The envelope is a common item unlikely to arouse suspicion; it lends an air of urgency (only important papers receive this rather expensive treatment); and the envelopes are free (just stop by your local UPS facility).

The Prettelus principle is an updated collection of three uniquely different implementations of a tried and true chestnut that predates Annemann. Of late, Daryl Bem, Steve Shaw, Ted Lesley and others have developed their own versions. The Prettelus Principle takes up where they left off, providing the Mentalist with a utility device of limitless application.



The Prettelus Effect

Imagine being able to predict the future with 100% accuracy. Imagine being able to adjust the past to yield desirable results in the present. That and more is possible using the Prettelus Principle. This section describes three utility envelopes which provide almost unlimited versatility for the Mentalist. By using a sturdy, cardboard UPS Letter envelope, larger and bulkier items can be introduced, withheld, or exchanged. Taking the standard double envelope to new dimensions, the Prettelus envelopes are simple to use, require no justification or explanation, and are virtually unsuspect.

Prettelus Prime

This is the most versatile of the three variants I have designed. It is used when you want to hold out or switch a small item within a group of others. Obviously, the performer is limited to thin, lightweight, and flexible objects to use in conjunction with the envelopes. Photos, postcards, poster board bearing designs, alphabet cards, letters, greeting cards, and predictions sealed within standard envelopes all work well. The inherent stiffness of the envelope serves to conceal the double panel much better than a more flexible manila or paper envelope might.

Prettelus Prime has one minor drawback: You can't let anyone else handle the envelope until it is sealed. This is usually not a problem in most situations, since the UPS Letter envelope does not arouse suspicion. This inconvenience is more than made up by the fact that it is extremely simple to construct and very easy to use. It also has the advantage of

allowing you to wait until the last minute to load the contents to be switched in.

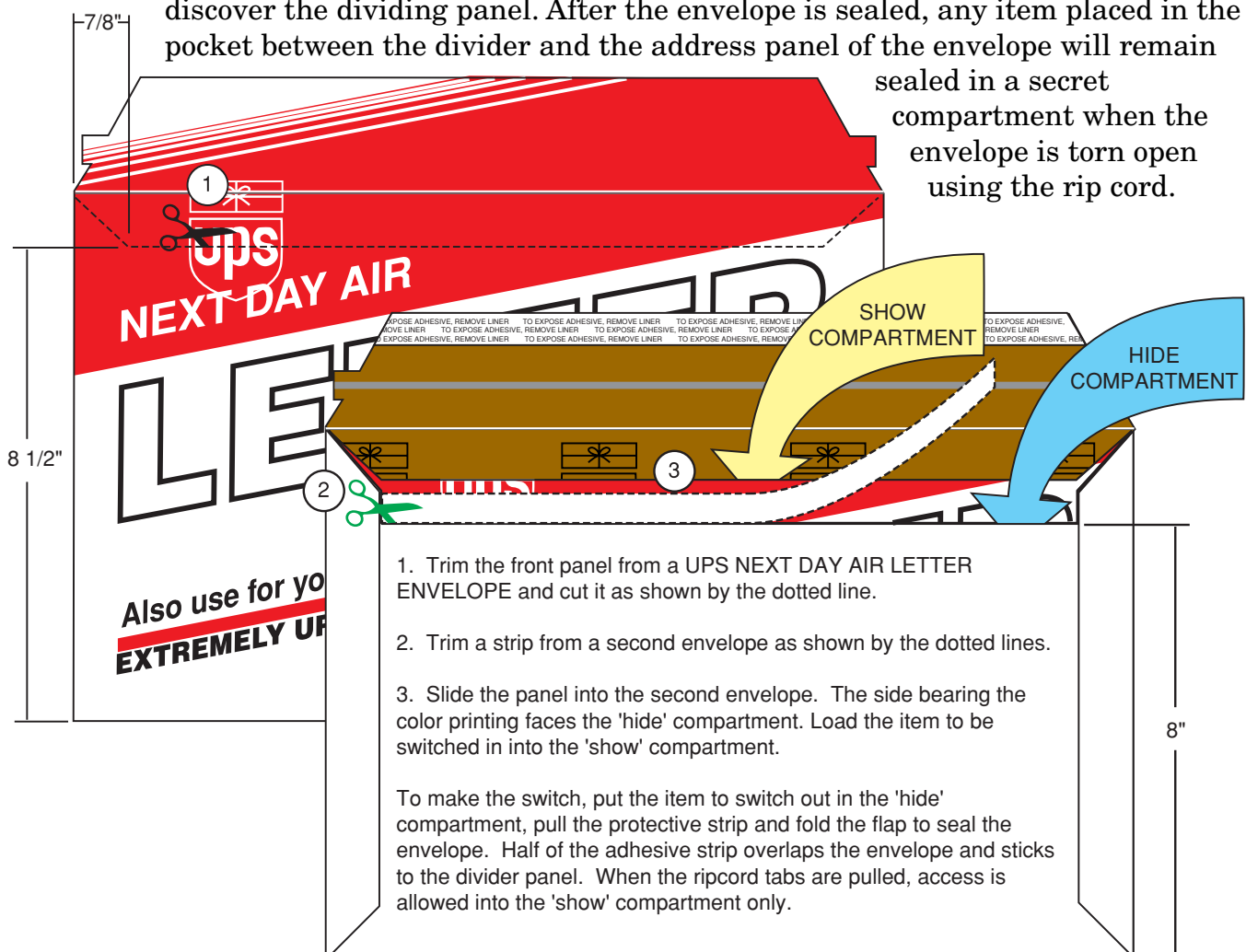
All you need are two UPS Letter envelopes, scissors, and glue.

Actually, I prefer an Exacto knife, a metal straight edge, and Scotch Super 77 spray adhesive however in a pinch, I've made Prettelus Prime using a sharp pocket knife and sticky-on-both-sides tape.

Trim about 1/16" from the bottom and both sides of the UPS Letter envelope, yielding two panels, the former front and back of the envelope. We'll use the front panel, the one with the flap. On the red & white side, mark a horizontal line exactly 8 1/2" up from the bottom. At each edge, draw a diagonal line from the point where the flap fold meets the edge to a point on the horizontal line about 7/8" in from the edge. Cut along the line you have drawn.

Cut the back panel of a second UPS Letter envelope from side to side, exactly 8" up from the bottom. The cut should extend from a point about 7/8" in from the edge of the envelope, just inside the sealed, side flaps of the envelope. Extend the cut toward the mouth of the envelope, along the edge of the sealed side flaps, and discard the piece you just cut out. The removal of this piece makes it possible for the sealing strip on the flap to adhere to *both the envelope back and the divider panel*.

Slide the divider panel in place with the red & white side facing the rear. Now you see why you cannot allow anyone else to place items in the envelope, because they will discover the dividing panel. After the envelope is sealed, any item placed in the pocket between the divider and the address panel of the envelope will remain sealed in a secret compartment when the envelope is torn open using the rip cord.



Whatever was previously loaded in the other pocket will apparently be the only item in the envelope. Now I'll tell you how to put this delightful device to use.

The Evil Hand

Obtain five samples of handwriting. No signatures, just body text. Each sample should be markedly different from the others, and none of them should appear obviously feminine. Several full-page samples of famous handwriting have been included in this publication for you to use. Print two copies of each sample and affix them to 8 1/2" x 11"

panels of thin poster board. If you mount each pair of samples on a different color of poster board, it will make your work simpler later.

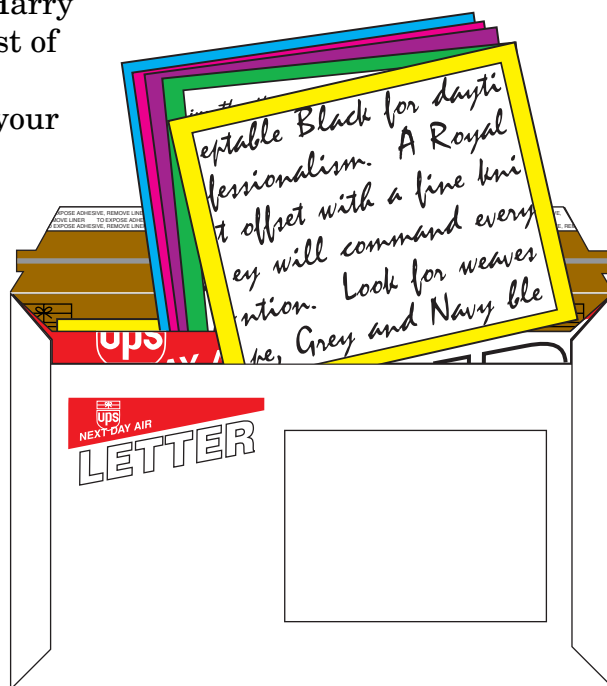
Divide the cards into two duplicate five-card sets. Using a large black felt marker print the name "Charles Manson" on the back of each card in one set. (You can use the names of other notorious persons as you wish - ie Jeffrey Dahmer, Tim

McVeigh etc.) One of these cards goes in the 'show' compartment of each of five Prettelus Prime envelopes. Place the loaded envelopes in a known order (I use a rainbow order – red, yellow, green, blue, purple – of the poster panel colors) in your briefcase. This is sort of an envelope index.

Use the same large black felt marker to write the name of a different famous personality on the back of each of the second set of sample cards. Use names such as John Denver, Walter Cronkite, Isaac Asimov, Harry Anderson, etc. Place this set endways into the first of the five Pretellus envelopes.

In performance, pull the envelope containing your five handwriting panels from your briefcase. Remove the panels from within and replace the envelope in your briefcase. Display the five sample cards to your audience and remark that one of the people whose handwriting is shown doesn't belong with the others. Don't allow the audience to see the names on the backs of the panels.

Ask the audience to indicate, through their applause, which sample their intuition tells them is a stranger among the others. When the choice has been made, move that panel to the front of the stack and remark to your audience that you will save the revelation for later.



Reach into your briefcase and remove the indexed envelope which contains the “Charles Manson” version of the chosen panel (just look for the one containing the same color panel).

Turn the stack of panels around so that the selected panel is facing away from the audience. This automatically flashes the back of the bottom panel (and the name written thereon) as they go inside. Slightly fan the panels so you can easily direct the chosen panel (the one nearest you) into the ‘hide’ compartment and the others into the ‘show’ pocket.

Pull the protective strip and seal the envelope. Hand it to someone in your audience to hold. In many cases, I hand the unsealed envelope to the helper and walk away. Then, apparently thinking better of it, I return, pull the strip and seal the envelope, mumbling something about not wanting to tempt curiosity. Then it’s handed back.

Later in your performance remind your audience that you began with a demonstration of their intuitive abilities. Ask the person holding the envelope to zip the envelope open and hand you the contents. Show each of the four non-selected panels and the name written on the back of each. Then turn the Charles Manson card around and compliment the audience on their intuitive skills for correctly identifying the ‘ringer.’ Following the applause, drop the five panels into the open Prettelus Prime envelope and replace the whole works in your briefcase. This works quite well as a lead in to a Q & A presentation based on handwriting analysis, known as *graphology*. (See ‘SuperScript’ - an earlier E-book which provides a perfect companion Question & Answer routine.)

Instead of handwriting, you can use doodles, mystic symbols, etc. If you are working for an association (bankers, for example) then write occupations on the backs of the panels. Things like “stock broker”, “insurance executive”, “investment counselor”, etc. Where you would have written “Charles Manson” you instead write “career criminal” or “IRS agent”. For a doctors’ group, you might write “x-ray technician”, “pharmacist”, “registered nurse”, etc., with “chiropractor” as the ringer. You may see some other humorous applications yourself. Five baby photos can be shown as early pictures of male movie stars except for the one chosen by the audience - a female as a grown-up. Or four of the become famous politicians or philanthropists while the fifth becomes Adolph Hitler or Ted Kaczynski (the postal Unibomber).

Bascom’s Dark Memory

Bascom Jones once did a routine which was a little dark but very powerful using a different style of switch envelopes. It’s perfect for Pretellus Prime. He showed five grainy, enlarged black and white photos “from his family photo album” and asked the audience to determine which of the scenes had something special about its ‘aura’. At the end, he would explain that one had a very emotional significance - as a child his little brother died in one of those places. Then all five were turned around to show notations on the backs - “My backyard swing set”, “Our swimming pool”, “The family car”, “My elementary school”, and “Our favorite hiking trail”. Of course one of them will have instead an enlarged photocopy of a newspaper headline attached: “Playground Accident Kills Child” or “Toddler Drowns in Family Pool” or “Car Crash Kills Infant” or “School Arson Kills Student” or “Fatal Bear Attack on Boy Scouts”. Just find five appropriate headlines and then make snapshots to match the major details. Prepare them as explained for the handwriting samples above.

If you have room and cover in your briefcase, you can index the panels and use only one

Prettelus Prime envelope. Select the proper panel, slide it into the front pocket, and bring the envelope into view.

Headline Prediction Humor

A dummy prediction is typed on your letterhead and enclosed in a standard correspondence envelope. Write any four-digit number in the corner. Seal it within a 5" x 7" manila envelope which is addressed and mailed to your showtime participant. Arrange to meet him before the show and have him open the manila envelope and remove the correspondence envelope.

Your justification is that you mail so many of these (and by deduction, are an entertainer much in demand) that you privately identify each one with a serial number on the inner envelope. You want to ensure that you mailed the proper envelope. Ask to see the number and "verify" it by consulting a little notebook you pull from your pocket. Hand another 5" x 7" manila envelope to your helper to reseal the prediction.

Because this is a "first class" presentation, the manila envelope is sealed in an 8 1/2" x 11" catalog envelope, the kind with green diamonds on the edges denoting first class mail. After that is done (and not wanting to show favoritism in selecting a carrier), bring out the Prettelus Prime envelope and seal the catalog envelope in the rear compartment. A final, larger envelope (from Federal Express, for example) holds the whole works.

Obviously the Prettelus Prime envelope contains its own nesting set of envelopes which have the prediction you intend to reveal. Remember to place the same serial number on the correspondence envelope as on the one you mailed.

When it's time to open and reveal the prediction on stage, the ridiculous lengths to which you've gone to enclose the final paper is certain to get a good reaction. By the time you get to the final prediction, there is so much rubbish in the form of discarded envelopes that none will receive any attention. Recognize this gambit? It's the Bhudda Papers principle updated.

The key to making this presentation work is to approach it with an attitude of light humor. The audience will find themselves enjoying the clearly nonsensical overprotection of the sealed envelope.

& need your help. In many towns
no documents are threatened by old
answers with false charges and to
only beat back this assault with you
week now - anything you can offer
within 100 in a week. And please the
and and members. Copyright. Fairies. the
people won't be misled if they get the

Republican does. I'm the Republican
The Clinton / Gore white house fears.
Clinton is already attacking me.

Other Republican candidates
may resort to personal attacks
and negative ads.

While I am very fortunate to
have great support from friends
like you, we must still raise more
to stay on schedule and be able
to execute our plan. So please

Mr. Hoover was wearing at the
time it was taken because my
clothes were not immediately
recognizable to me. Then it dawned

on me I was looking at another
kind of wooden fence! What a
high compliment the article and
photo are - even to be compared
with Mrs. Roosevelt. I will try
to be worthy of that.

man's behavior is "God-
like." Ethically and other
ways be able to tell
what cannot save
it really be a violation of
rights which is more important
than the individual's
rights? (individual's rights
are more important
than the individual's
rights?)

Did you sit my letter - ?

Did you brought Lynn's fromme

are you gonna call me a boy from

the wash post & then come from

the Journal & ask me what's I why

don't you ~~start~~ with a woman

Point of View - The last

interview took 4 years to line

up - There in much more

than



Teen Fatality in Freak Car Crash

Middleton, FL - An out of state teenage driver was killed in a single vehicle accident yesterday, on US 41 near West Grove.

The vehicle, a restored Chevrolet Corvette, rolled at least three times after the driver was struck with a rock which was propelled through his windshield after being run over by a semi-trailer truck.



Child Dies in Fall at County Fair

Midvale, KS - Authorities shut down the Ferris wheel ride at the county fair today following the second fatality in as many weeks.

Witnesses said that the victim apparently became frightened when the ride stopped for a prolonged period, with her gondola at the top of the wheel. The delay was due to a group of disabled students being



Bear Attack Kills Hiker, Injures 2

Yosimite, CA - U.S. Forest Service personnel recovered the body of a youth who was fatally mauled by a grizzly during a Boy Scout nature hike yesterday. The group of twelve boys and two scoutmasters rounded a curve in the trail and surprised the female grizzly and her two young cubs.

Lincoln Peters, one of the



Woman Killed in Horseback Incident

Sequoia, CA - A 22-year old tourist suffered fatal head and neck injuries yesterday after being thrown from her horse during a vacation nature trail ride.

Wilbur "Cookie" Harris, the head wrangler for Happy Trails Stables in Sequoia, said the horse was apparently spooked by a rattlesnake in the underbrush. Speaking of



River Drowning

First this Summer

Muncie, IN - Sheriff's Posse divers were called in to help locate and recover the body of a 6-year old child who slipped under the water after her plastic float ring snagged on a partially submerged tree. Companions saw the child disappear beneath the surface near Welch's Crossing and several swam to the spot but were not

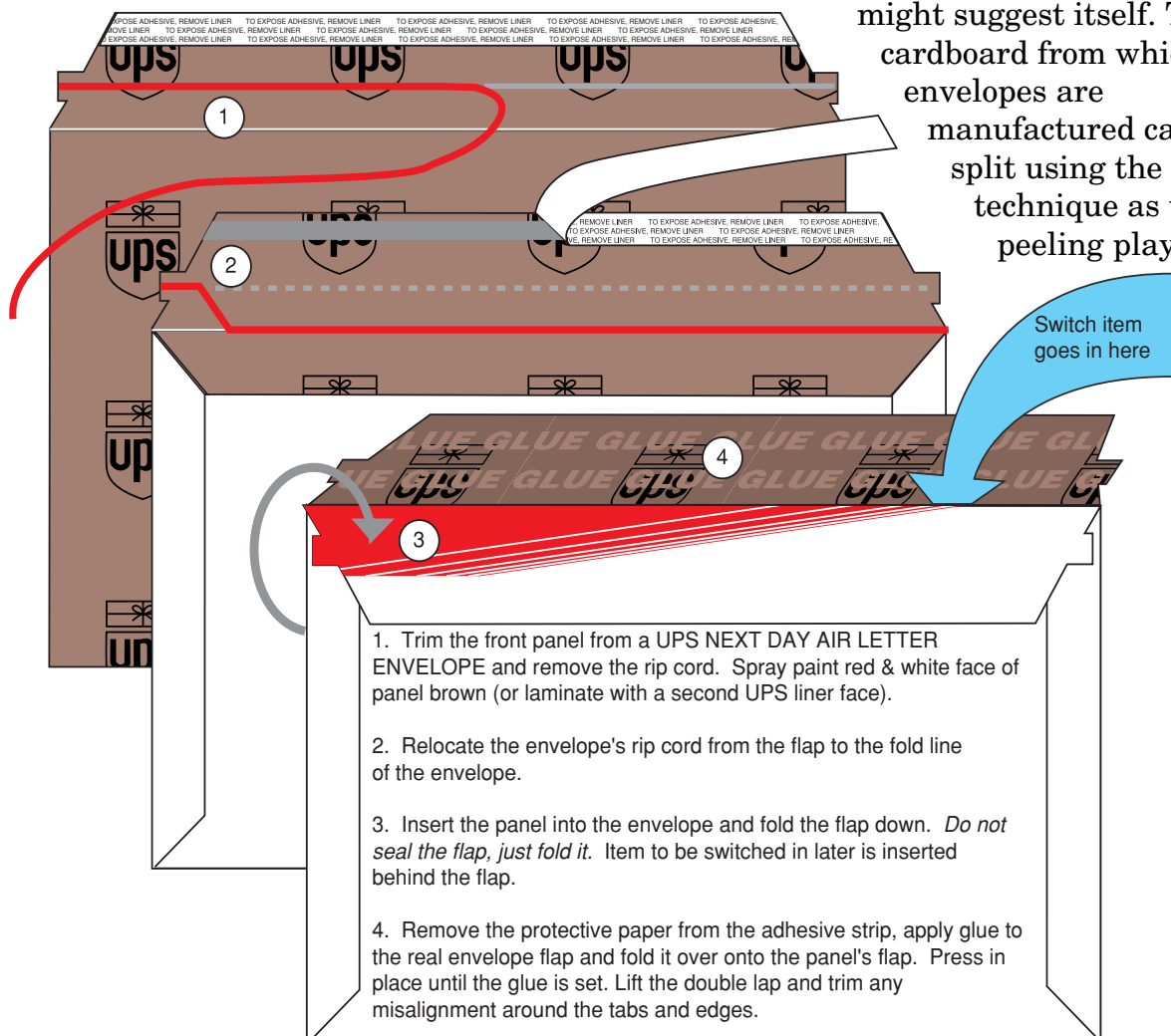
Prettelus Secundus

This version is intended for use as a prediction switch only because, due to the fact that it can be handled by your participants, the switch item is already sealed inside. It is somewhat more tedious to assemble but it gives you the comfort of knowing that its gaff is secure. It should be noted that this variant was inspired by an earlier development by Dr. Daryl Bem which used an end-opening Jiffy Padded Mailer. (See “Lee Earle’s 1-2-3 Trilogy”, an earlier E-Book.)

As before, Prettelus Secundus is made from two UPS Letter envelopes. Trim 1/16" from the sides and bottom to produce a nice front panel which fits nicely within another UPS Letter envelope. Because the panel is brown-with-UPS-logos on one side and red & white on the other, we have a problem: the front pocket will appear very suspicious when someone zips open the envelope and retrieves the switch item inside. One inside wall will be brown with logos, the other will be red & white!

You can cut, from a third UPS Letter envelope, the front panel only (no flap) and attach it with spray adhesive to the red & white face of the panel so you get brown-with-UPS-logo on both sides. This will make the envelope a bit thicker than usual but should not cause much of a problem.

Of course, if you are a recovering finger flinger with playing cards, a second method might suggest itself. The cardboard from which the envelopes are manufactured can be split using the same technique as when peeling playing



cards to make double facers, etc. Lay the panel to be split, brown side down so it stays flat, and peel the red & white layer up and away. There is somewhat of a knack to doing this and you may try three or four until you get the hang of it. Thus if you are either purist or masochistic, you can peel the brown lining from one panel and spray mount it to the panel you intend to insert in Prettelus Secundus. Alignment is tricky, but no more difficult than with playing cards. Or just cut a panel from a brown grocery bag to use. Just as long as you cover the red & white.

Once the panel is prepared to your satisfaction, remove the rip cord from the panel.

The main envelope itself must also be gaffed. Using the point of your Exacto knife, lift the rip cord from the back of the white tab and pull it (gently) away from the cardboard until it is only attached to the red tab. Make a shallow cut (not completely through the cardboard) from the spot where the rip cord is attached behind the red tab to the fold line of the flap. This cut will ensure that the cardboard flap is ripped open cleanly later. Apply a thin coat of white glue to the entire length of rip cord which is not attached to the red tab and lay the glued cord along the cut and then along the fold line of the flap. This step is extremely important. The rip cord must be securely glued in place and allowed to dry. If you have a problem with the fibrous rip cord not coming cleanly off the flap, I have a second solution for you: Use unwaxed dental floss. Just glue it down as previously described. Make sure it is firmly glued to the rear of the red tab.

Slide the dividing panel into the envelope and crease its flap down as if it were being sealed. Insert your showtime prediction, the one you want to be accessed when the Prettelus Secundus envelope is ripped open, into the 'show' pocket. Pull the protective paper from the adhesive strip on the envelope flap. Apply a coat of glue to the inside of the flap of the envelope (again, I prefer spray adhesive when I can get it) and then fold the envelope flap closed to seal it to the back of the panel flap. There will be some small misalignment which can be trimmed away after the glue is set. When you are at it, cut the white tab(s) completely flush with the edge of the double thick flap. This ensures that the envelope will be opened using the red tab.

When the red tab is pulled, the rip cord cuts a diagonal path up to the fold line and then across the top of the envelope, neatly opening Prettelus Secundus to the pocket containing your prediction.

This envelope lends itself perfectly to pre-show work. Send your dummy prediction several days ahead, by UPS Letter of course, and ask that the person receiving it meet you backstage for a walk-through of what will be done onstage. Because most people are apprehensive about working in front of an audience, this suggestion will be met with no suspicion and some relief. Tell your participant what you expect of him and when to open the envelope. Have him rip open his envelope to practice, and then offer your Prettelus Secundus to reseal the prediction for showtime. Remind him that you made no attempt to touch the prediction envelope and he should remember to tell the audience that you never got within handshake distance once he received the UPS Letter.

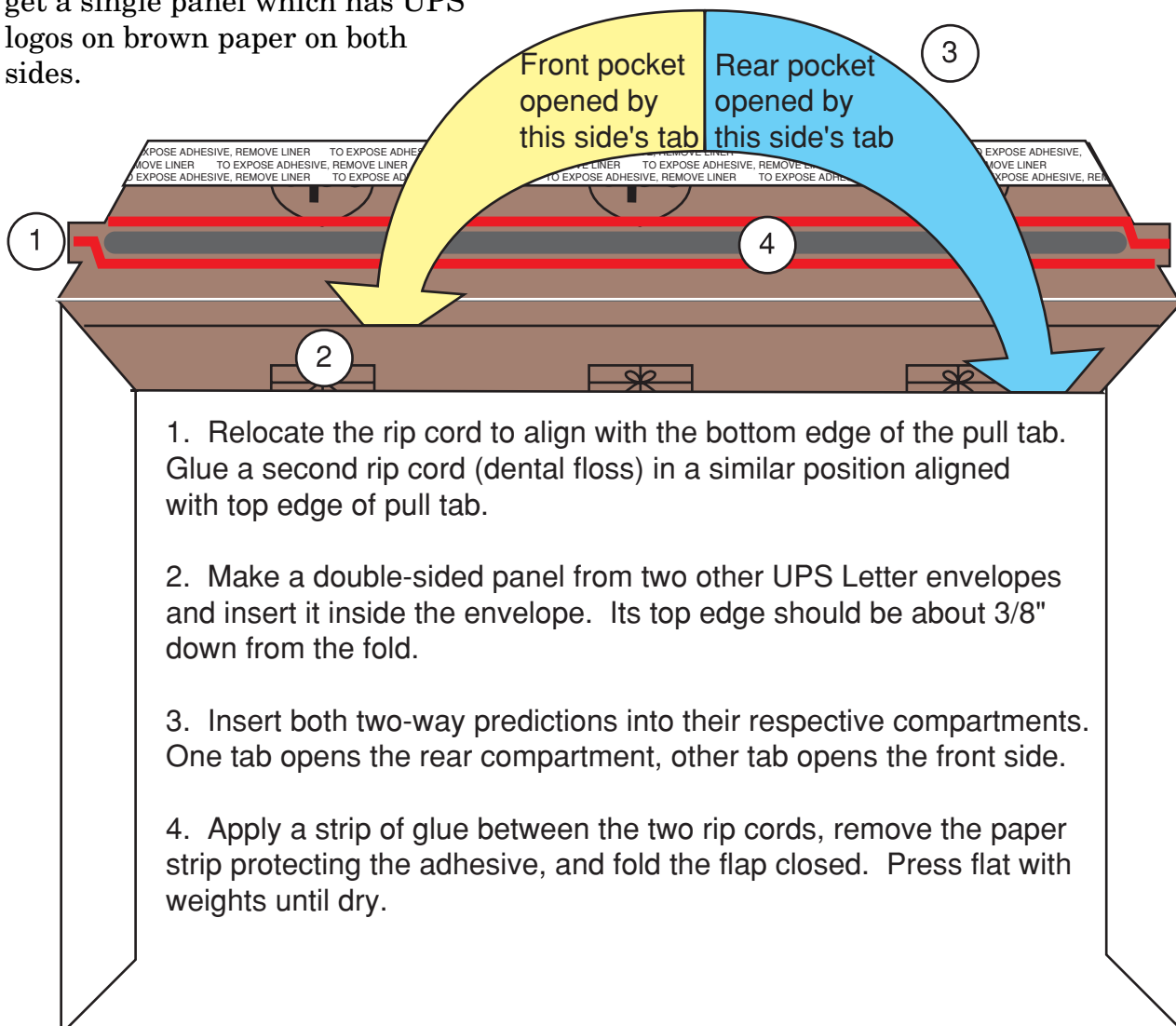
Prettelus Tertius

This is the variation to employ when you are predicting an either/or outcome such as a two party election, a sports contest, a baby's sex, etc. The sealed prediction within the UPS Letter envelope can be safely shipped ahead. When the time comes to reveal your prediction, depending upon which tab (red or white) you pull, a different pocket is accessed in the envelope! This one is diabolic.

To prepare, lay a UPS Letter envelope out flat and draw a line across the flap which is aligned with the *top* edge of each pull tab. Draw a second line level with the *bottom* edge of each pull tab. Using your Exacto knife, lightly cut along each of the lines, but not deeply enough to go through the cardboard - just score it slightly.

Pull the fiber rip cord completely free of the envelope. Using unwaxed dental floss, coat a length of it with glue, attach it to the white tab and angle it upwards to run along the upper line you drew. A second dental floss rip cord is coated with glue, attached to the red tab and angled down onto the line drawn between the bottom of the tabs.

Cut two more UPS Letter envelopes along both edges and the bottom to get a pair of panels 9 1/8" high. Glue them back to back (or split and glue as in Prettelus Secundus) to get a single panel which has UPS logos on brown paper on both sides.



Slip the double panel into the envelope and place your predictions on either side of the divider. Make a note as to which one is which.

Run a strip of glue *between the rip cords* across the width of the flap. Make sure the glue is as close to (without touching) the rip cords as you can manage. A hot glue gun is ideal for this purpose, laying down a uniform bead of glue which sets quickly. These are available at hardware and hobby stores for under \$10.00. Pull the protective paper from the adhesive strip and fold the flap closed. Press the flap flat with a couple of books for weight and allow the glue to dry.

You are now ready to send the Prettelus Tertius envelope to your onstage participant.

If you have a good background in Mentalism, this application may bring to mind the Annemann envelope published in "Practical Mental Effects." This is a correspondence size envelope which has three compartments, each of which is accessed by cutting a different end or side of the envelope. You can use one of these in either side of Prettelus Tertius to end up with a choice from among six possibilities.

You now have in your hands and mind a device of almost limitless potential. If you develop any new ideas, uses, applications, etc. for The Prettelus Principle, drop a line or ring me up for a chat. I'd be delighted to hear how these concepts are being put to use by others and will be happy to pass along the latest tips.

Supermarket Surprise

The performer exhibits a large envelope which contains a prediction of an imaginary shopping trip. A participant is asked to take that imaginary tour through a supermarket, choosing the store, the aisle, the product, and the price of that product. The performer recaps all the decisions made, all from the imagination of the participant and all absolutely random.



When the performer removes the contents of the envelope he reveals the product prediction - designated in UPC barcode (obviously a gag, and a “groaner” at that!). But when the barcode card is turned over, the EXACT PRICE freely chosen by the spectator is seen inked in large 4" numbers!

The UPC barcode is one of thousands of similar codes found on products today. (If you want some fun, go to a grocery store and ask them to scan it; you’ll be delighted with the computer’s revelation!) The barcode evokes a laugh when revealed but allows you the opportunity to do the dirty work on the price prediction side. You don’t write the price, you erase it with your thumbs!

From your local office supply store, obtain an 8 1/2 x 11 inch dry erase panel. This has a specially coated white surface and comes with a dry erase pen - one which writes like an ordinary marker but whose ink can be wiped cleanly off of the white surface. The exact size of the panel isn’t important, but the thinner the panel the better. You may also be able to find a self-adhesive dry erase surface which can be attached to a foamcore panel or section of poster board.

Print the UPC barcode artwork and mount it on the non-dry erase side of your panel. Print the page with the three ‘8’s onto card or cover stock and cut along the dotted lines to make a stencil. Place the stencil over the center of the dry erase surface and trace all the shapes, filling in to make solid number segments.

As the audience is reacting to the gag, your thumbs secretly rub off the unused segments of the three digits so they will match the price of the imaginary item. If your performing conditions permit, you can cut a large opening in the back of the envelope to make it possible to erase segments before the card is withdrawn.

The presentation goes something like this...

Speaking to a participant in your audience, you say “You are going on an imaginary trip - to the supermarket. Which store would that be?”

The participant replies, “Ralph’s.” (Or Piggly Wiggly, or Fry’s or Kroger, etc.)

Continuing, the performer instructs, “Visualize yourself entering the front door of the market. Proceed until you find an aisle that appears interesting. Have you found one yet? Which aisle is it?”

“Aisle number four,” answers the helper.

“Walk down that imaginary aisle,” continues the Mentalist, “and see in your mind’s eye

the thousands of items on display. Stop anywhere along that aisle you like. Reach out your hand and remove a product from that imaginary shelf. Which item did you take?"

The participant replies, "Maxwell House Coffee."

"It's time to see yourself taking it to the checkout line," reminds the performer, "Go the 'Ten items or less' register to save some time. Imagine the store clerk passing your purchase over the laser scanner in the cash register counter. Now look at the digital display on the register. What price is shown?"

"Two dollars and fifty-nine cents," informs your helper.

With a bit of an exaggerated, prideful manner, the performer continues, "Do you think it is possible for me to have known in advance the product, much less the price you would imagine paying for that item? I call your attention to this envelope which has been in your view all this time. On a card in this package I have predicted, in large and easy to read notation, that very same product."

He withdraws the card with the UPC symbol facing the audience and boasts, "There you have it, Maxwell House Coffee at \$2.59." At the same time, he begins thumbing the unused segments from the price display on the back of the card.

"Does anyone have a large laser scanner?", asks the Mentalist. Then he 'notices' the card and rotates it but still keeping the UPC side toward the audience, saying, "Excuse me, it's upside down! (Turning the card provides cover to erase any additional segments from the price notation.) Continuing, the performer says, "Well, you'll have to take my word on the product code, but what was that price again? \$2.59?"

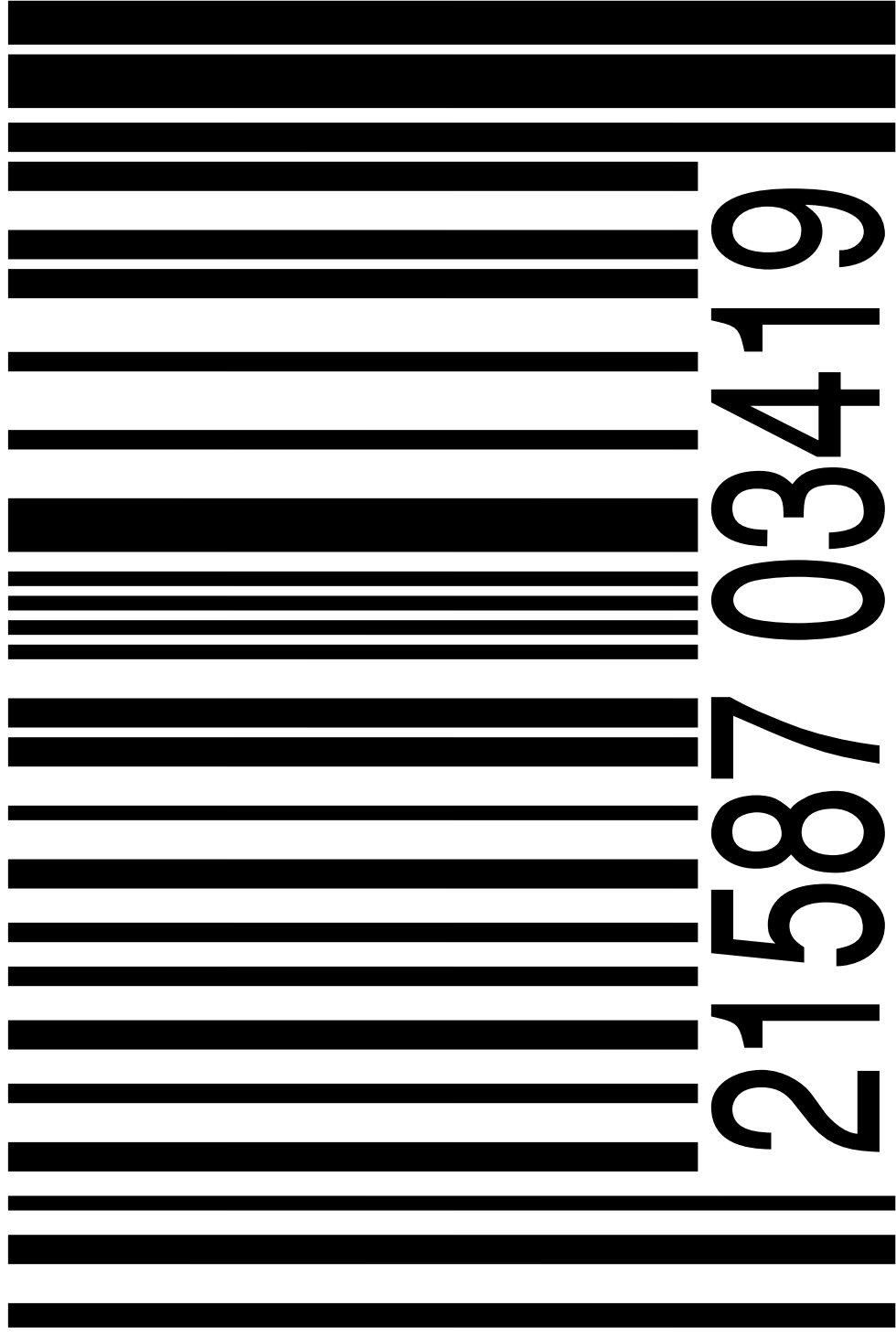
The card is turned around to show the correct price.

Avoid any scraping contact between the erasable surface and the interior of the envelope; some of the ink may be inadvertently removed when the card is withdrawn from the envelope. Never clean the dry-erase surface with anything other than a soft cloth or your fingers. If the ink is difficult to remove after being on the surface for several hours, just scribble some fresh ink on the surface and then wipe. The solvent in the fresh ink will allow you to easily remove the older ink.

The ink is most easily erased if it is fresh, no more than an hour or two on the surface.

Below is an illustration of the all ten digits and how they all may be formed from the same set of segments.





21587 03419

